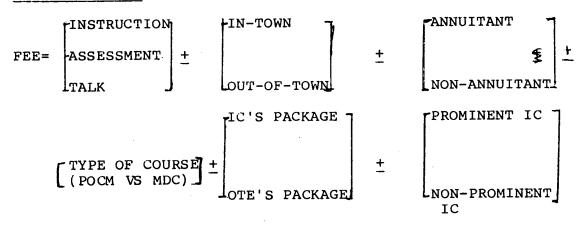
CONTRACTOR FEES

1. MATD'S FORMULA



2. EXAMPLES OF MATD'S FEES

0

0

- O LS&B = \$1,200 = 5 DAYS AT \$240 A DAY.
- o MDC (ONE DAY INTERPERSONAL SKILLS)

	W/O PRES	W/PRES
IN-TOWN	\$175	\$240
OUT-OF-TOWN	\$240	\$300
POCM ASSESSMENT	C = \$500 - \$600	
POWEF	WORKSHOP = \$5,000	FOR 3-DAY PACKAGE
	TECHNICAL WRITING =	\$2,500 FOR 3-DAY
PACKAGE		
F	PRESENTATION IN EDC	= \$225

STAT STAT

STAT

CONTRACTOR FEES (CONTINUED)

3.	EXAMPLES	\mathbf{OF}	OTHER	OTE	FEES

STAT

STAT

STAT

0	CIA & CONGRESS")	= \$ 175.00
0	-H (INT EC COURSE)	= \$ 250.00
0	(SUPER PILOT W. FOR LTD)	= \$1,000.00
0	(REV IN LA)	= \$ 235.00
0	ODERN ORG TEM.)	= \$2,000.00
0	STD PRES.)	= \$ 175.00

4. HOW DOES OTE COMPARE WITH OTHER FEDERAL AGENCIES?

AGENCY	1/2 - DAY	1 - DAY
IRS	500 (WRITING BLOCK)	500 - 1,000
NAVY ENG COM		800 - 1,200 (MGT/COMMO)
NAVY COMPTROLLER	1,000 (EEO FOR	MANAGERS)
NAT BUREAU OF STANDARD	os	900 - 2,000 (GEN.)
		900 - 3,000 (TECH)
NSA		500 - 3,000 (PROFS) (EX TIME MGT)
MATD		240 - 1,500

5. SHOULD OTE HAVE "STANDARD" FEE STRUCTURE?